

Message Text

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21

ACTION EB-07

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FM AMEMBASSY SOFIA

TO SECSTATE WASHDC 8948

INFO USDOC WASHDC

USMISSION BERLIN

AMEMBASSY BELGRADE

AMEMBASSY BUCHAREST

AMEMBASSY BUDAPEST

AMEMBASSY MOSCOW

USMISSION OECD PARIS

AMEMBASSY PRAGUE

AMEMBASSY VIENNA

AMEMBASSY WARSAW

AMEMBASSY BERLIN

USMISSION EC BRUSSELS

LIMITED OFFICIAL USE SOFIA 2207

E.O. 11652: NA

TAGS: OTRA, OCON, EEWTC, XG

SUBJECT: EASTERN EUROPEAN ECON/COMMERCIAL OFFICERS CONFERENCE

REF: A) STATE 257487; B) BUCHAREST 5495

1. EMBASSY NOMINATES DCM HELENE BATJER AND ECONOMIC/
COMMERCIAL OFFICER ERIC SVENDSEN TO ATTEND CONFERENCE.
ADDITIONALLY, EMBASSY HOPES THAT HARVEY FELDMAN, DCM
DESIGNATE, CAN BE INCLUDED IN WASHINGTON GROUP WHICH
WILL BE ATTENDING CONFERENCE. AT TIME OF CONFERENCE
HE WILL BE AT FSI PREPARING FOR HIS ASSIGNMENT HERE. WE
CAN THINK OF NO BETTER WAY TO INTRODUCE HIM TO THE INTRI-
CACIES OF SOCIALIST TRADE AND ECONOMIES, AND RELATED
US POLICY THAN BY ATTENDING THIS IMPORTANT AND USEFUL
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CONFERENCE.

2. OUR AGENDA RECOMMENDATIONS ARE AS FOLLOWS.

A) PRESUMING TRADE BILL HAS PASSED, ITS APPLICATION TO EACH EE COUNTRY AND HOW/WHEN NEGOTIATIONS WILL BE CONDUCTED. MAIN ELEMENTS OF NEGOTIATIONS AND FINAL AIMS. WILL EXIMBANK CREDITS BE PART OF THESE NEGOTIATIONS OR SEPARATE ELEMENT?

B) ACTIVITIES OF EE TRADE MISSIONS IN US - THEIR EFFECTIVENESS.

C) FINANCING OF US SALES TO SOVIET UNION AND EE. BALANCE OF PAYMENTS PROBLEMS FACING EE COUNTRIES; CREDIT RATINGS AND INTEREST RATES.

D) TREATMENT OF US BUSINESSMEN IN VARIOUS COUNTRIES; FACILITIES OFFERED; CONTACTS; AND CONTACT WITH END-USERS. VISA REQUIREMENTS.

3. WE ALSO SUPPORT BUCHAREST'S AGENDA (REFTEL B) SUGGESTIONS - (A), (D), (E), (F), (G) AND (I) AS PARTICULARLY INTERESTING.

4. LOOK FORWARD TO CONFERENCE WHICH CERTAIN TO BE MOST USEFUL.
HERZ

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